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SUBJECT: MEETING WITH STATE COMMITTEE OF USSR COUNCIL OF
MINISTERS FOR FOREIGN ECONOMIC RELATIONS

USDOC FOR BEWT/TDAD/STECHSCHULTE

1. SUMMARY - AT SOVIETS' INVITATION EMBOFFS MET AUGUST 1 WITH DEPUTY CHAIRMAN I.A. KULEV AND DIVISION CHIEF H.G. YAKUBOV OF STATE COMMITTEE FOR FOREIGN ECONOMIC RELATIONS TO DISCUSS COMMITTEE'S ROLE IN MAJOR SOVIET DOMESTIC INDUSTRIAL PROJECTS AND COMMITTEE'S INTEREST IN FORMING ACQUAINTANCE WITH LEADING US ENGINEERING FIRMS. KULEV STRESSED THAT HIS OFFICE STANDS READY BOTH TO FACILITATE PROPOSALS FOR COMPENSATION PROJECTS WITHIN SOVIET UNION AND TO JOIN AMERICAN COMPANIES IN BIDS FOR FUTURE LARGE-SCALE ENGINEERING PROJECTS IN THIRD COUNTRIES. END SUMMARY

2. KULEV DISCUSSED AT LEMWTCT COMMITTEE'S ORIGINS AFTER WORLD WAR II AND ITS GROWING ROLE IN COORDINATION OF SOVIET PROJECTS IN MIDDLE EAST AND ASIA AS WELL AS MORE RECENT RESPONSIBILITIES FOR FACILITATING SOVIET PARTICIPATION IN CEMA UNDERTAKINGS. ACCORDING TO KULEV, COMMITTEE CURRENTLY HAS CENTRAL PART IN ARRANGEMENTS FOR ALL MAJOR SOVIET ENGINEERING PROJECTS WHICH INCLUDE FOREIGN PARTICIPATION, BOTH IN USSR AND ABROAD.

3. NOTING THAT COMMITTEE TO DATE HAS HAD LITTLE CON-
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TACT WITH US FIRMS, KULEV STRESSED THAT HE AND

COLLEAGUES SEE MUTUAL BENEFIT IN BUILDING TIES WITH US INTERNATIONAL CONSTRUCTION FIRMS AND US-BASED TRANSNATIONAL COMPANIES. AMONG BENEFITS ENVISIONED SOVIETS INCLUDE COOPERATIVE VENTURES IN THIRD COUNTRIES.

4. EMBOFFS EXPLAINED US COMMERCIAL OFFICE PROGRAMS, INCLUDING OFFICIALLY-SPONSORED SEMINAR/EXHIBITS AND SINGLE-COMPANY EVENTS. KULEV SAID OFFICIALS OF HIS ORGANIZATION WOULD WELCOME OPPORTUNITY TO ATTEND THESE FUNCTIONS AND ASKED THAT COMMITTEE BE INCLUDED ON INVITATION LIST IN FUTURE. HE MADE SPECIAL POINT OF EXPLAINING, HOWEVER, THAT HIS ORGANIZATION HAS NO AUTHORITY TO INVOLVE ITSELF IN STRAIGHT SALES TRANSACTIONS.

5. COMMENT - EMERGENCE OF STATE COMMITTEE FOR FOREIGN ECONOMIC RELATIONS AS ORGANIZATION INTERESTED IN DEVELOPING CONTACTS WITH US FIRMS WAS UNEXPECTED, GIVEN THAT ORGANIZATION'S PREVIOUS RELUCTANCE TO HAVE ANYTHING TO DO WITH EMBASSY. COMMERCIAL OFFICE HAS ALREADY MADE ARRANGEMENTS FOR REPRESENTATIVE OF ALLIS-CHALMERS TO MEET WITH OFFICIALS OF STATE COMMITTEE FOR FOREIGN ECONOMIC RELATIONS, AND WE PLAN TO MAKE PRACTICE OF ASSISTING SIMILAR FIRMS IN ESTABLISHMENT OF CONTACTS WITH STATE COMMITTEE. SUGGEST THAT BEWT/TDAD ADVISE APPROPRIATE FIRMS OF STATE COMMITTEE'S INTEREST AND REFER FIRMS TO COMMERCIAL OFFICE FOR FURTHER ASSISTANCE. STOESEL

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